

Distribution:

Orig. Addressee
STAT 1 - [Redacted]
1 - [Redacted]
1 - D/PAO
1 - Jean
1 - ER
1 - PAO Registry
1 - PAO Ames
STAT 1 [Redacted] (Chrono)

30 September 1988

Bob:

RE: Your proposed remarks
to the College Officials' Seminar
5 October 1988 9:15 a.m.
Room 1 E 78

You are scheduled to address 40 college and university administrators at a seminar entitled "CIA Today and in the '90s" on 5 October. The four-day program, sponsored by the Office of Personnel, is designed to strengthen the Agency's on-campus recruitment efforts. It will include presentations on the Agency's mission, function, and organization, as well as our recruitment and training programs.

Your proposed talking points discuss the nature of today's intelligence issues and tomorrow's intelligence challenges. Your remarks and the agenda for the seminar are attached.

Bill Baker

Attachments:
As Stated

PROPOSED TALKING POINTS
FOR
ROBERT M. GATES
DEPUTY DIRECTOR OF CENTRAL INTELLIGENCE
AT THE
COLLEGE OFFICIALS' SEMINAR
OCTOBER 5, 1988

INTRODUCTION

- 0 GOOD MORNING AND WELCOME TO THE CENTRAL INTELLIGENCE AGENCY.
- 0 I KNOW THAT THE FALL SEMESTER IS ALWAYS A VERY BUSY TIME,
AND I AM GLAD THAT ALL OF YOU COULD BE WITH US THIS WEEK.
- 0 I SEE THAT I AM SANDWICHED IN YOUR SCHEDULE BETWEEN A DAY
OF LOOKING AT OUR RECRUITMENT AND TRAINING EFFORTS AND A
DAY OF SEEING HOW WE DO OUR JOB.
- 0 THIS MIGHT BE A GOOD OCCASION, THEN, TO TALK ABOUT THE
ISSUES THAT HAVE OCCUPIED US DURING THE PAST YEAR AND THE
TYPES OF INTELLIGENCE CHALLENGES WE FACE IN THE UPCOMING
YEAR.

RECENT INTELLIGENCE EFFORTS

- 0 THE CENTRAL INTELLIGENCE COMMUNITY WAS A MAJOR PLAYER IN
THE CONCLUSION OF THE INF TREATY. WE SUPPORTED THE U.S.

NEGOTIATING TEAM IN GENEVA AND PROVIDED INFORMATION TO BOTH CONGRESS AND THE ADMINISTRATION DURING THE RATIFICATION PROCESS.

- 0 IN A RELATED EFFORT, WE FURNISHED INTELLIGENCE TO POLICYMAKERS DURING THE U.S.-SOVIET SUMMIT MEETING IN MOSCOW THIS PAST JUNE.
- 0 CIA'S ANALYSIS OF THE IRAN-IRAQ CONFLICT HAS HIGHLIGHTED OUR ABILITY TO PROVIDE TACTICAL INTELLIGENCE AS WELL AS LONGER-TERM ASSESSMENTS. WHEN THE U.S. PRESENCE IN THE PERSIAN GULF WAS INCREASED, WE BEGAN PROVIDING DAILY SUPPORT TO NAVAL FORCES OPERATING WITH THE U.S. CENTRAL COMMAND.

UPCOMING INTELLIGENCE ISSUES

- 0 SOME OF OUR RECENT INTELLIGENCE SUCCESSES SUGGEST THE NATURE OF TOMORROW'S INTELLIGENCE PROBLEMS.

- 0 WE FACE NEW CHALLENGES IN OLD ISSUES -- GORBACHEV'S DRIVE FOR ECONOMIC MODERNIZATION AND HIS FOREIGN POLICY INITIATIVES HAVE MANY IMPLICATIONS FOR U.S. INTERESTS. CLEARLY, THE SOVIET UNION WILL REMAIN THE PRIMARY FOCUS OF OUR COLLECTION AND ANALYSIS.
- 0 ARMS CONTROL WILL REMAIN A MAJOR EFFORT, AS WE MONITOR THE INF TREATY AND SUPPORT NEGOTIATION OF THE START TREATY.
- 0 WORLD EVENTS HAVE HEIGHTENED THE IMPORTANCE OF OTHER INTELLIGENCE ISSUES -- THE PROLIFERATION OF CHEMICAL AND BIOLOGICAL WARFARE CAPABILITIES IN THE THIRD WORLD POSES A REAL THREAT TO WORLD PEACE, ESPECIALLY AS WE WITNESS A COINCIDENT PROLIFERATION OF MISSILE TECHNOLOGY.
- 0 WE NEED TO PAY ATTENTION, THROUGHOUT THE WORLD, TO DEEP SOCIAL AND PSYCHOLOGICAL FORCES SUCH AS ISLAMIC FUNDAMENTALISM.

O GLOBAL PROBLEMS SUCH AS TERRORISM AND NARCOTICS POSE FURTHER CHALLENGES. TODAY'S TERRORISTS TAKE ADVANTAGE OF SOPHISTICATED WEAPONRY AND ADVANCED ELECTRONICS, AND MANY OF THEM ALSO RECEIVE STATE SPONSORSHIP. THE GROWING INTERNATIONAL NARCOTICS TRADE REPRESENTS MULTIPLE DANGERS. THE VIOLENCE IT PERPETRATES AND THE EXTENT TO WHICH IT CORRUPTS A NATION'S POLITICAL, ECONOMIC, AND SOCIAL ORDER MAKE IT AN ESPECIALLY SERIOUS AND DIFFICULT PROBLEM.

THE VALUE OF PEOPLE

O TO CARRY OUT OUR MISSION, WE OFTEN RELY ON HIGHLY SOPHISTICATED TECHNICAL SYSTEMS.

O BUT OUR MOST IMPORTANT RESOURCE HAS ALWAYS BEEN -- AND WILL CONTINUE TO BE -- OUR PEOPLE. OUR FUTURE DEPENDS ON ATTRACTING DEDICATED, TALENTED, AND HIGHLY SKILLED MEN AND WOMEN.

- 0 WE NEED PEOPLE WHO ARE MORE THAN MERELY PROFICIENT IN THEIR FIELD -- WE NEED MATURITY, COMMITMENT, GOOD JUDGMENT, AND INTELLECTUAL CURIOSITY.
- 0 THE MYTH IS THAT CIA HIRES ONLY CONSERVATIVES, OR ONLY LIBERALS, OR ONLY THOSE WHO AGREE WITH WHICHEVER ADMINISTRATION HAPPENS TO BE IN POWER.
- 0 IN REALITY, WE ENCOURAGE DEBATE, DISSENT, AND THE UNUSUAL VIEW. WE KNOW THAT OPENNESS AND OBJECTIVITY ARE ESSENTIAL IF WE ARE TO PRODUCE THE HIGH-QUALITY INTELLIGENCE THAT POLICYMAKERS REQUIRE.

THE VALUE OF THIS SEMINAR

- 0 WE HAVE INVITED YOU HERE THIS WEEK BECAUSE WE KNOW THAT THE STUDENTS AT YOUR INSTITUTIONS REPRESENT OUR FUTURE.
- 0 THE MORE YOU UNDERSTAND ABOUT OUR ORGANIZATION AND MISSION, THE MORE INFORMED YOUR STUDENTS WILL BE ABOUT CIA'S VITAL ROLE IN ENSURING OUR NATION'S SECURITY.

- 0 SO, I ENCOURAGE YOUR QUESTIONS NOW, AND I HOPE YOU WILL
TAKE THE OPPORTUNITY DURING THE REST OF YOUR TIME HERE TO
INQUIRE AND TO LEARN MORE ABOUT US.
- 0 THE CHRISTIAN SCIENCE MONITOR RECENTLY PUBLISHED A FEATURE
STORY ON RENOWNED SOCIOLOGIST AND EDUCATOR DAVID RIESMAN.
IN AN INTERVIEW FOR THE STORY, HE WAS ASKED ABOUT THE
OPPOSITION OF SOME FACULTY MEMBERS TO CIA RECRUITMENT
EFFORTS ON CAMPUS. APPARENTLY RIESMAN DOESN'T SHARE THIS
OPINION. "I WANT TO SEE MORE BRIGHT PEOPLE IN INTELLIGENCE
GATHERING," HE SAID. "NOT LESS."
- 0 I CERTAINLY AGREE WITH DR. RIESMAN. AND I HOPE, AFTER YOUR
TIME HERE, THAT YOU MAY ALSO.